

## Message Text

LIMITED OFFICIAL USE

PAGE 01 PEKING 00187 270510Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-08 COME-00 CIAE-00 INR-07 NSAE-00  
STR-04 AGRE-00 TRSE-00 OMB-01 /030 W  
-----270752Z 060977 /15

R 270413Z JAN 77  
FM USLO PEKING  
TO SECSTATE WASHDC 7153  
INFO AMEMBASSY TOKYO  
AMCONSUL HONGKONG

LIMITED OFFICIAL USE PEKING 0187

E.O. 11652: N/A  
TAGS: ETRD, CH, US  
SUBJ: SHANGHAI FEATHER AND DOWN MINI-FAIR

1. SUMMARY. THE NATIVE BY-PRODUCTS CORPORATION BOOSTED THE IMPORTANCE OF THIS YEAR'S FEATHER AND DOWN FAIR IN AN EFFORT TO MAINTAIN MOMENTUM STARTED IN THIS HIGHLY SUCCESSFUL LINE AT THE 1976 CANTON FAIR. A DOZEN AMERICAN FIRMS PARTICIPATED IN THE SHANGHAI FAIR, DOING OVER \$1 MILLION BUSINESS. END SUMMARY

2. NATIONAL COUNCIL FOR US-CHINA TRADE HONG KONG REPRESENTATIVE JOHN KAMM BRIEFED USLO JANUARY 26 ON THE SHANGHAI DOWN AND FEATHER FAIR, WHICH HE ATTENDED FROM JANUARY 17 TO 24. ACCORDING TO KAMM, WHO ALSO ATTENDED THE FAIR LAST YEAR, THE NATIVE PRODUCE AND ANIMAL BY-PRODUCTS CORPORATION UPGRADED ITS PRESENCE AT THE FAIR, BEING REPRESENTED BY FAN CH'I-CH'UAN, DIRECTOR OF THE ANIMAL BY-PRODUCTS DIVISION. THE LOCALE OF THE FAIR ALSO WAS SHIFTED FROM THE SHANGHAI MANSIONS HOTEL TO THE MORE SPACIOUS EAST WING OF THE SHANGHAI INDUSTRIAL EXPOSITION GROUNDS.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 PEKING 00187 270510Z

3. BUSINESS AT THE FAIR WAS GOOD, DESPITE THE 100 PERCENT PRICE RISE IN DOWN-FILLED GARMENTS AND 150 PERCENT RISE IN RAW FEATHERS OVER THE LAST YEAR. FAIR OFFICIALS TOLD KAMM THE LARGEST SINGLE PURCHASE WAS FOR \$600,000 OF COMFORTERS AND THAT A SALE OF SIMILAR SIZE IN DOWN GARMENTS (60,000 PIECES) WAS ALSO MADE. HIGH LEVEL OF SALES REFLECTS THE STRONG WORLD MARKET

AND THE VAST IMPROVEMENT IN GARMENT QUALITY ACHIEVED  
BY PRC MANUFACTURERS DURING THE LAST YEAR. LITTLE  
RAW FEATHERS AND DOWN WAS AVAILABLE.

4. AT LEAST TWELVE U.S. FIRMS VISITED THE MINI-FAIR.  
AMONG PURCHASES KNOWN TO KAMM, BIGGEST BUYER WAS THE  
JAMES YING TRADING COMPANY (NEW YORK) WHICH BOUGHT  
\$350,000. (YING ALSO BOUGHT \$1.5 MILLION IN  
GARMENTS AT THE 1976 FALL CANTON FAIR.) CHINA  
NORTHWEST PRODUCTS (EDDIE BAUER) BOUGHT \$150,000,  
HAVING SETTLED THEIR QUALITY CONTROL PROBLEMS; AND  
MILBERN HOAM BOUGHT \$100,000. FRANK'S TRADING  
(\$800,000 BOUGHT AT THE 1976 FALL CANTON FAIR) PUR-  
CHASED \$80,000 AND EASTERN MOUNTAIN SPORTS (\$1,000,000  
AT THE 1976 FALL CANTON FAIR) BOUGHT \$50,000. OTHER  
U.S. FIRMS MET BY KAMM AT THE FAIR INCLUDED WINDSOR  
TRADING, WELLMAN, INC., NORTH FACE, PACK-IN PRODUCTS,  
AND PUROFIED DOWN.

5. THIS MESSAGE CONTAINS COMMERCIALIY SENSITIVE  
INFORMATION WHICH SHOULD NOTBE DISCUSSED OUTSIDE OF THE USG.  
GATES

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE PROMOTION, TRADE FAIRS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 27-Jan-1977 12:00:00 am  
**Decapton Date:** 01-Jan-1960 12:00:00 am  
**Decapton Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977PEKING00187  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770029-0484  
**Format:** TEL  
**From:** PEKING  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770112/aaaaakpq.tel  
**Line Count:** 84  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 60bd38d0-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 22-Dec-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3484910  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SHANGHAI FEATHER AND DOWN MINI-FAIR  
**TAGS:** ETRD, CH, US  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/60bd38d0-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009